

# Attention: Small Business Start-ups

## The Dynamics of Franchising

Presented by

**SCORE – San Antonio Chapter**

*Counselors to America's Small Business*

### Franchise businesses – seems every main street has one!

Each year, thousands of people start small businesses and many choose franchising as an alternative to starting a new, independent business from scratch. The franchisor provides business expertise i.e. marketing plans, management guidance, site location and training. However, remember that hard work, dedication, and sacrifice are essential to the success of any business venture, including franchising. If you want to know how a franchise operation works, how to pick and finance one you should attend this workshop.

6:15 p.m.

**Sign-in & Settle-in**

6:30 p.m.

**Welcome**

**The Dynamics of Franchising**

- **What is Franchising & Selecting a Franchise**
- **The Franchise Agreement**
- **Financing a Franchise - The SBA Franchise Registry & Examples**
- **Developing a "loan proposal" for Lenders & SBA**

7:45 p.m.

**Closing Comments & Networking**

### Dates:

**November 30, 2006**

### Time:

**6:30 p.m. – 7:45 p.m.**

### Location:

**Small Business Administration (SBA) District Office  
North Park Corporate Center  
17319 San Pedro, Building 2, Ste. 200  
San Antonio Texas 78232**

**No Cost to Attend – Must RSVP**

**Contact SCORE at Email [scoreme@texas.net](mailto:scoreme@texas.net) or  
Phone (210) 373-4455 (leave a message that you will be attending)**

SBA programs are non-discriminatory and open to the public. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance. Contact SBA at 210/403-5928.